

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Novell

PARTNER/VAD NAME:

SECTION I - Approval Requests:**HQAPP Requests:**

1. 49% discount for ebusiness application suite migration

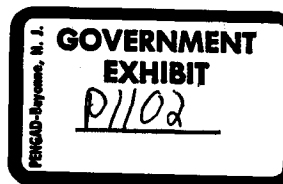
TIER 1 Requests:

2. 3 year support cap – initial renewal yrs 1 and 2 capped at 0%.
3. Remove customer reference section of the ordering document.

TIER 2/3 Requests:**Previously approved requests (include date of approval): none****SECTION II – Deal Summary:**

Deal Summary	
Programs	EBus. Suite migration
License Discount	49 % (ebiz + 24 %)
Support Discount	49 % (ebiz + 24 %)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	
Price Holds	1 year @ 45%
List License	1,640,000
List Support	360,800
List Comp & Admin	
Net License	428,426 (eBus. Suite migration)
Net Support	294,408
Net Comp & Admin	
Net Total Price	722,834
Price List Used	Mar 7, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	%
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	



SECTION III - Justification:

Currently proposing a migration to the E-Business Suite. Customer has indicated that cost of Oracle is currently being evaluated against, Siebel, and add on solutions. In an effort to continue to move our product footprint into We are requesting store plus 24% for a total of 49% discount to combat the 3rd party apps from gaining a foothold.

Here are a list of the issues we are working with them on.

Novell currently running 11.0.2 core ERP, Siebel CRM, PSFt HR

- Evaluating migration to single applications vendor
- Migration to E-Business suite would position Oracle to take lead in eval.
- Would only license them for users they currently have w/ Oracle Corporation
- Would not impact future user licenses as new products are adopted.
- Would help expedite 11i upgrade. Upgrade to 11.0.3 originally planned.
- Deal was previously approved in November at 50% discount

Remove customer reference terms. Customer corporate policy, will not sign off on standard customer reference policies.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: Layne Devereaux, Seninger, Mills

Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION IV – Computer and Admin Services:*(Delete this section if not applicable)***SECTION V – Ordering Document Details****Instructions** - Fill in all sections completely.**APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note:** All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	5/29/03
Opportunity I.D. (OSO Number):	1029309
Is this a ship order?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	5/31/03
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify)

Referenced Agreement:	<input type="checkbox"/> New OLSA
	<input checked="" type="checkbox"/> Other (Specify) Existing
	SLSA

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Novell, Inc.
Business Address:	1800 South Novell Place
City / State / Zip:	Provo, UT 84606
Customer Contract Admin:	Chris Mason
Phone #:	801.861.7506
Fax #:	801.861.3808
E-mail ID:	cmason@novell.com
Billing Contact:	Same
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Technical Support Contact:	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ _____
Education Discount:	_____ %
Education Revenue:	\$ _____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: Linux, HP-UX

OS: Linux Advanced Svr 2.1

PROGRAMS: RAC

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Applications		
Will applications be modified:	Yes	<input checked="" type="checkbox"/> No
Will users be accessing modified Apps from the web:	Yes	<input checked="" type="checkbox"/> No
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Will users use Fast Forward RPM:	Yes	<input checked="" type="checkbox"/> No
Will applications be hosted:	Yes	<input checked="" type="checkbox"/> No
Indicate database that Apps will run on:	Already own	
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Layne Devereaux
Technology Sales Manager	Steve Shillingford
Account Manager	
iSD Rep	Ash Hanhan
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	Matt Kocina
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: <u> Layne Devereaux </u> Business Telephone: <u> 801.595.5711 </u> Cell Phone: <u> 801.209.4656 </u>